

MARKET REPÖRT



ENGEL & VÖLKERS®

**NORTH & WESTSHORE
LAKE TAHOE**

YEAR END 2018



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EXPERT INSIGHTS

REFLECTING ON 2018

Tahoe West Shore luxury housing market delivered some positive results in 2018. While interest rates and the past election have been a topic of concerns for lots of buyers, the Second home/ resort market in Tahoe has continued to be a good investment. The lack of inventory has caused upward pressure on desirable properties, contributing to the increased number of single family residence sales throughout the entire Tahoe region.

The Engel & Völkers year-end Westshore Real Estate Market Report, compares the 2018 Year End statistics to that of 2017 for single family homes and attached dwellings in the various micro markets of the Tahoe Westshore area. The number of single family homes sold rose to 6% year-over-year, with average days on market decreasing 3%. Average sales prices increased by 27% year-over-year, demonstrating consumers' willingness to pay more for homes they truly desire, especially at the higher end of the market.

Several major sales took place 2018, both in the summer and winter months; the \$40,000,000 sale of 2380 Sunnyside Lane in April 2018, followed by the \$37,000,000 sale of 2360 Sunnyside Lane that took place in November 2018. These significant sales serve as a testament to the strength of the Lake Tahoe real estate market.

OVERALL MARKET STATISTICS

\$1,102,329
AVERAGE SALES PRICE

101
AVERAGE DAYS ON MARKET

473
TOTAL UNITS SOLD

\$521.4M
TOTAL VOLUME SOLD

96%
% LIST TO SALE

97
UNITS OVER \$1M

376
UNITS UNDER \$1M

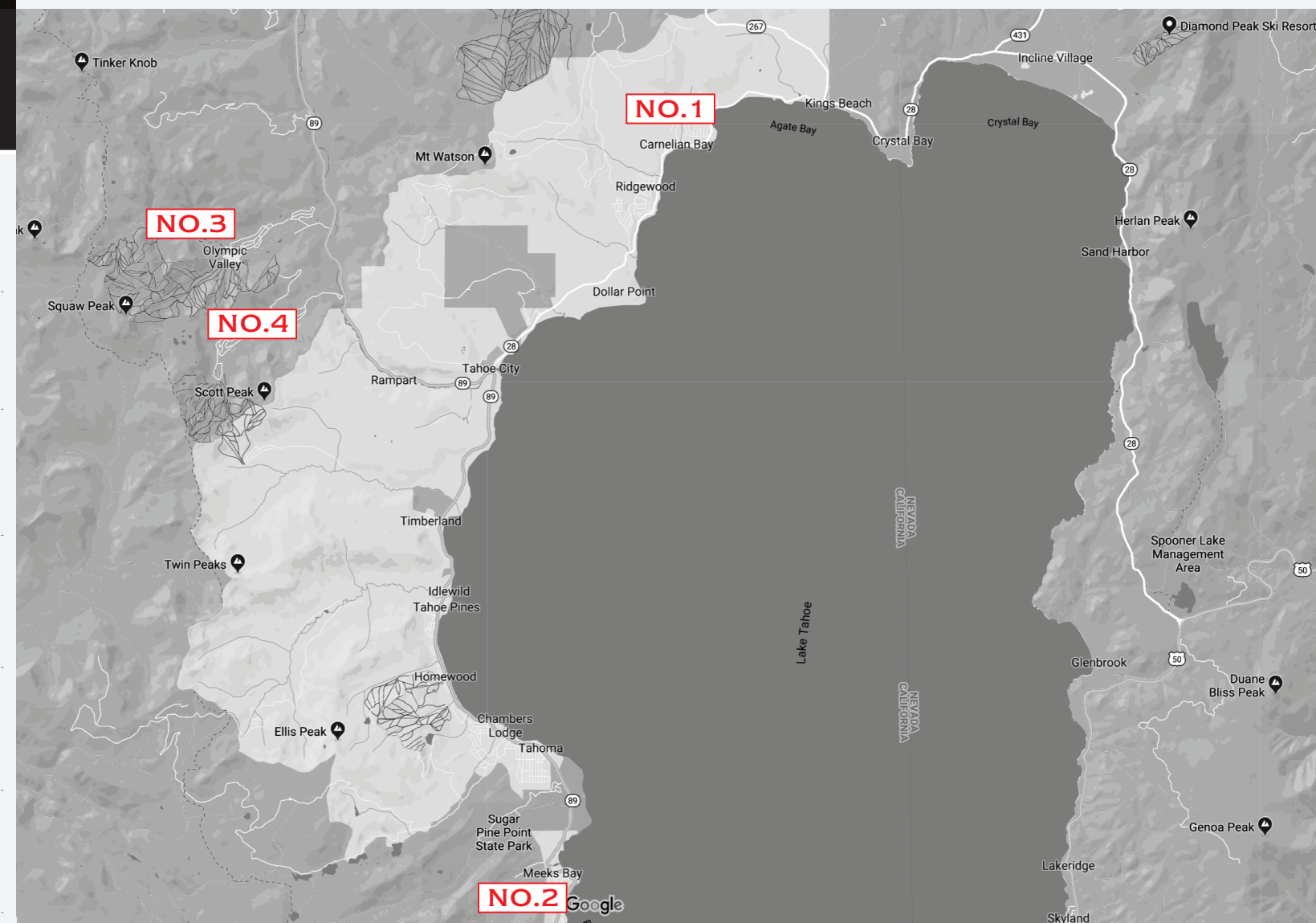
NORTH & WESTSHORE MARKET AREAS

NO.1 NORTHSHORE

NO.3 SQUAW VALLEY

NO.2 WESTSHORE

NO.4 ALPINE MEADOWS





NORTH SHORE

January - December	2017	2018	% Change
Median Sales Price	\$3,500,000	\$3,420,000	-2%
Average Sold Price	\$3,804,166	\$3,567,182	-6%
Average Days on Market	130	163	25%
Highest Sold Price	\$5,725,000	\$5,386,370	-6%
Lowest Sold Price	\$1,945,000	\$1,750,000	-10%
Properties Sold	12	13	8%
% Sold Price to Avg List Price	96%	97%	1%
Total Dollar Volume	\$45,650,000	\$46,373,370	2%

NORTH SHORE LAKEFRONT

SINGLE FAMILY HOMES



AVERAGE SOLD PRICE

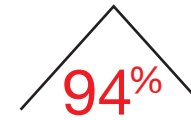


WEST SHORE

January - December	2017	2018	% Change
Median Sales Price	\$4,000,000	\$6,997,500	75%
Average Sold Price	\$5,466,384	\$10,617,857	94%
Average Days on Market	139	148	6%
Highest Sold Price	\$15,000,000	\$40,000,000	167%
Lowest Sold Price	\$1,688,000	\$1,470,000	-13%
Properties Sold	13	14	8%
% Sold Price to Avg List Price	93%	93%	-0%
Total Dollar Volume	\$71,063,000	\$148,650,000	109%

WEST SHORE LAKEFRONT

SINGLE FAMILY HOMES



AVERAGE SOLD PRICE

January - December	2017	2018	% Change
Median Sales Price	\$626,750	\$627,493	0%
Average Sold Price	\$691,602	\$762,183	10%
Average Days on Market	77	66	-14%
Highest Sold Price	\$1,700,000	\$3,200,000	88%
Lowest Sold Price	\$138,000	\$260,000	88%
Properties Sold	156	143	-8%
% Sold Price to Avg List Price	97%	97%	-0%
Total Dollar Volume	\$107,890,017	\$108,992,261	1%

NORTH SHORE NON-LAKEFRONT

SINGLE FAMILY HOMES



AVERAGE SOLD PRICE

WEST SHORE NON-LAKEFRONT

SINGLE FAMILY HOMES



AVERAGE SOLD PRICE

January - December	2017	2018	% Change
Median Sales Price	\$611,000	\$672,500	10%
Average Sold Price	\$692,738	\$831,454	20%
Average Days on Market	67	68	1%
Highest Sold Price	\$3,072,500	\$3,000,000	-2%
Lowest Sold Price	\$205,000	\$225,000	10%
Properties Sold	129	128	-1%
% Sold Price to Avg List Price	96%	97%	0%
Total Dollar Volume	\$89,363,299	\$106,426,123	19%

January - December	2017	2018	% Change
Median Sales Price	\$390,000	\$395,000	1%
Average Sold Price	\$518,440	\$475,650	-8%
Average Days on Market	72	70	-3%
Highest Sold Price	\$1,752,000	\$2,000,000	14%
Lowest Sold Price	\$86,500	\$113,000	31%
Properties Sold	101	85	-16%
% Sold Price to Avg List Price	96%	97%	1%
Total Dollar Volume	\$52,362,500	\$40,430,250	-23%

NORTH SHORE

CONDOMINIUMS



AVERAGE SOLD PRICE

WEST SHORE

CONDOMINIUMS



AVERAGE SOLD PRICE

January - December	2017	2018	% Change
Median Sales Price	\$1,797,000	\$2,650,000	47%
Average Sold Price	\$2,095,800	\$2,003,572	-4%
Average Days on Market	68	106	56%
Highest Sold Price	\$4,650,000	\$3,300,000	-29%
Lowest Sold Price	\$400,000	\$330,000	-18%
Properties Sold	5	5	0%
% Sold Price to Avg List Price	98%	95%	-3%
Total Dollar Volume	\$10,479,000	\$10,017,860	-4%

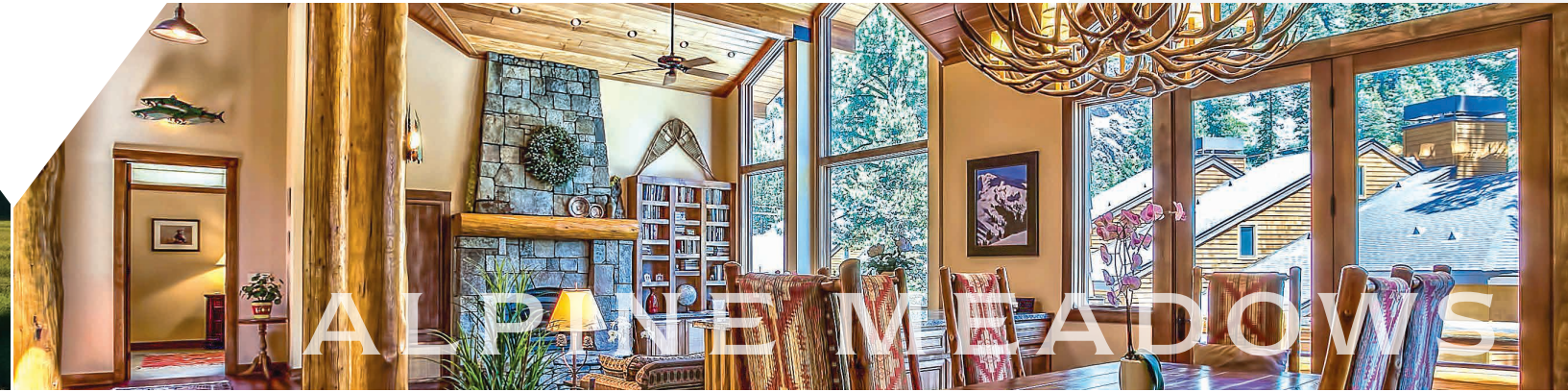


SQUAW VALLEY

January - December	2017	2018	% Change
Median Sales Price	\$1,235,000	\$1,241,250	1%
Average Sold Price	\$1,380,276	\$1,271,775	-8%
Average Days on Market	216	293	36%
Highest Sold Price	\$4,250,000	\$2,150,000	-49%
Lowest Sold Price	\$380,000	\$485,000	28%
Properties Sold	27	16	-41%
% Sold Price to Avg List Price	95%	91%	-3%
Total Dollar Volume	\$35,887,200	\$20,348,400	-43%

SQUAW VALLEY

SINGLE FAMILY HOMES



ALPINE MEADOWS

January - December	2017	2018	% Change
Median Sales Price	\$699,000	\$1,150,000	65%
Average Sold Price	\$771,289	\$1,301,111	69%
Average Days on Market	143	133	-7%
Highest Sold Price	\$1,388,000	\$2,150,000	55%
Lowest Sold Price	\$290,000	\$760,000	162%
Properties Sold	19	9	-53%
% Sold Price to Avg List Price	94%	97%	2%
Total Dollar Volume	\$14,654,500	\$11,710,000	-20%

ALPINE MEADOWS

SINGLE FAMILY HOMES



January - December	2017	2018	% Change
Median Sales Price	\$480,000	\$475,000	-1%
Average Sold Price	\$494,904	\$463,705	-6%
Average Days on Market	250	289	16%
Highest Sold Price	\$1,152,000	\$875,000	-24%
Lowest Sold Price	\$146,000	\$168,000	15%
Properties Sold	47	34	-28%
% Sold Price to Avg List Price	97%	97%	0%
Total Dollar Volume	\$23,260,500	\$15,766,000	-32%

SQUAW VALLEY

CONDOMINIUMS



ALPINE MEADOWS

CONDOMINIUMS



January - December	2017	2018	% Change
Median Sales Price	\$436,000	\$419,000	-4%
Average Sold Price	\$436,000	\$410,400	-6%
Average Days on Market	58	268	362%
Highest Sold Price	\$465,000	\$502,000	8%
Lowest Sold Price	\$407,000	\$322,000	-21%
Properties Sold	2	5	150%
% Sold Price to Avg List Price	96%	97%	0%
Total Dollar Volume	\$872,000	\$2,052,000	135%

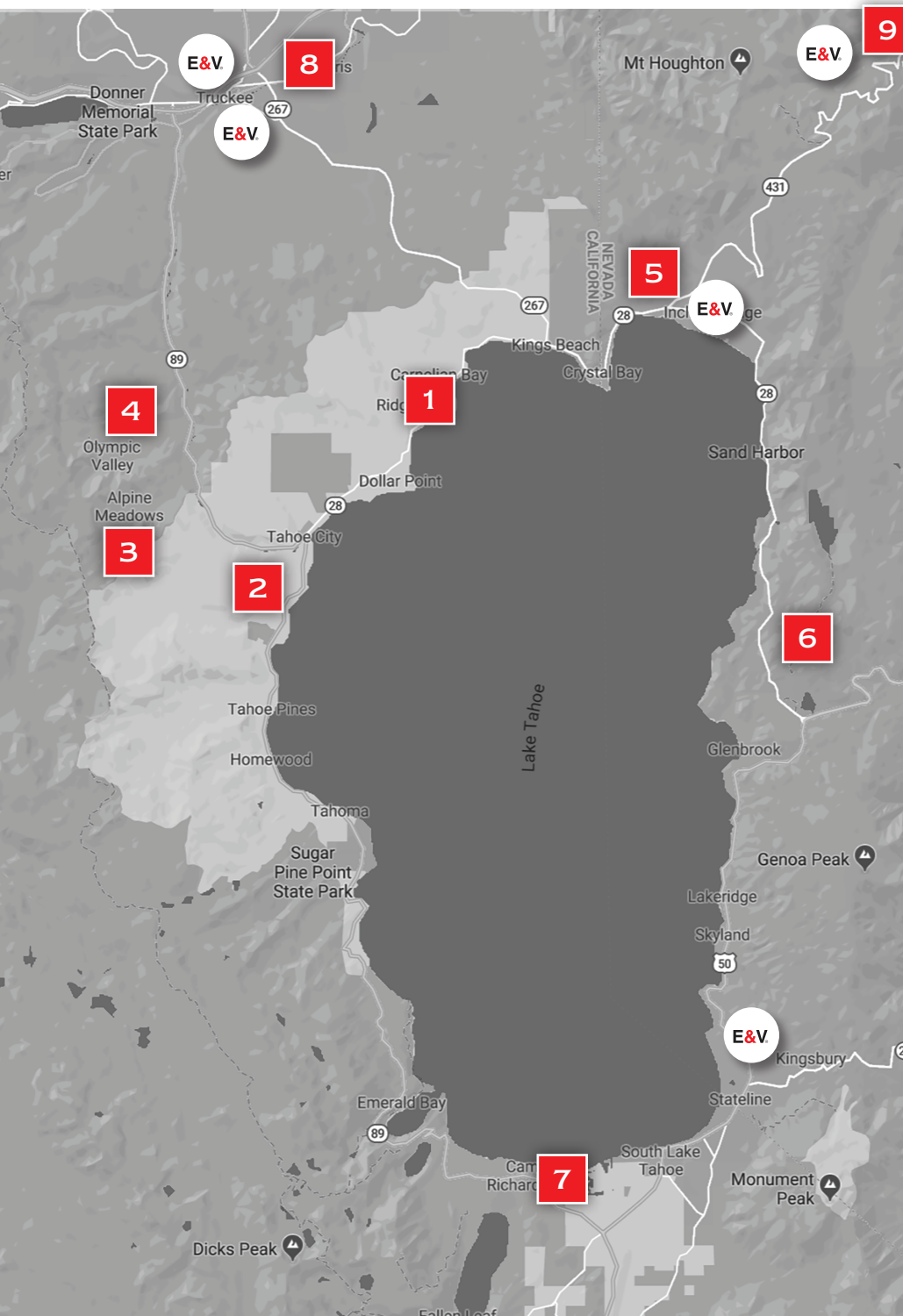
January - December	2017	2018	% Change
Median Sales Price	\$480,000	\$485,000	1%
Average Sold Price	\$560,391	\$520,290	-7%
Average Days on Market	161	101	-37%
Highest Sold Price	\$1,710,000	\$851,500	-50%
Lowest Sold Price	\$286,000	\$292,800	2%
Properties Sold	23	20	-13%
% Sold Price to Avg List Price	95%	96%	1%
Total Dollar Volume	\$12,889,000	\$10,405,800	-19%

THE VILLAGE AT SQUAW VALLEY

CONDOMINIUMS



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1. NORTH SHORE
 2. WEST SHORE
 3. ALPINE MEADOWS
 4. SQUAW VALLEY
 5. INCLINE VILLAGE
 6. EAST SHORE
 7. SOUTH LAKE
 8. TRUCKEE-TAHOE DONNER
 9. RENO
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